

Meet 2016's Entrepreneur *Superstars* **Inc.**

Here's How
They Did It



TARTING A successful business is tough. Even tougher: starting a successful business after emigrating to another country. All of these founders did just that, moving thousands of miles from home to where their talents and drive would be most appreciated. "The spirit of entrepreneurship in America is unparalleled," says Vinita Negi, the New Delhi-born founder of Trigent Solutions (No. 369 on this year's Inc. 500), a D.C. area-based business and IT consultancy. "There's no comparison to what it's like in India, or even other countries." They still call it the American dream. These founders show us why.

By JILL KRASNY ♦ Photographs by EDWIN TSE



THE PROBLEM SOLVER

Radek Maly

Highland Project Logistics

Inc. 500 rank **23**

Three-year growth **7,903.6%**

2015 revenue **\$8 MILLION**



ONCE RADEK MALY understood that the profits at his job in Prague were supporting the Communist government, he knew he had to leave. "That was a deal I could not live with," he says. At 23, he bought a ticket to Greece and never went back. His first job in America, in Atlanta in 1988, was washing dishes for an ice-cream shop for \$3.50 an hour. Years later, after working for several freight-forwarding companies, Maly, who's now 52, founded Highland Forwarding. It succeeded, and after recognizing a hole in the market for handling oversize cargo, he self-funded the startup of Highland Project Logistics, in Londonderry, New Hampshire, in 2011. "We're dealing with international clients who deal with international businesses, so it adds credibility when you come from another country," he says. There are flagpoles on Highland Project's lawn, so Maly's eight employees can fly their own flags, and foreign visitors are greeted by their country's flag and a rendition of their national anthem. "That helps us get new business," Maly says. "They see how much we value the partnership."